

Montana Department of Commerce Business Resources Division Newsletter

Montana Department
of Commerce
301 S. Park Ave.
Helena, MT 59601

Spring 2011

The Montana Department of Commerce has created this quarterly newsletter to update you on the status of our business resources financing programs and other program news. Contact information for each program is provided. Feel free to contact any Business Resources staff when you have questions about our programs, or to discuss potential applications.



Delta Air Lines' Sky Magazine Features Montana

You can read the entire article about Montana here: <http://msp.imirus.com/Mpowered/book/vds11/i1/p107> or view Delta Sky Magazine here: <http://deltaskymag.delta.com/>.

Montana's business friendly climate and unparalleled quality of life takes center stage in the January edition of Delta Air Lines' Sky Magazine. Sky magazine's Montana feature focuses on the state's economic development, tourism and quality of life. In addition, it features key civic and business leaders and individuals making a difference in Montana.

Governor Brian Schweitzer and representatives from Delta Air Lines unveiled the January edition of Sky at a news conference at the State Capitol. Sky Magazine is the world's most read in-flight magazine and is available on-board all of Delta Air Lines' 13,000 daily flights, online at deltaskymag.com, and in select bookstores throughout the United States and Canada.

The Montana feature showcases the state's strong fiscal position and high rankings from the National Chamber of Commerce. There are special Q & A sections with Governor Schweitzer, Tom Brokaw, Jag, Jack Horner, Bryon Wilson and Dr. Joseph Medicine Crow. The article also highlights RightNow Technologies, the Montana Brewers Association, Montana State University and the University of Montana.

Each month, Sky features buzz makers around the globe in the fast-paced worlds of music, fashion, sports, television, film, business, politics and popular culture. According to MRI 2009 Doublebase numbers, the unduplicated net audience of Sky and NWA World Traveler is 5.3 million readers per month.

Information

Census and Economic Information Center

Phone: 406-841-2739

Email: mcraigle@mt.gov

Website: <http://ceic.mt.gov/index.asp>



Mary Craigle
Bureau Chief

Montana's 2010 Census Redistricting Results Slated for Release before April 1, 2011 New MT Resident Population Totals 989,415

The U.S. Census Bureau has begun providing summaries of 2010 Census population totals at all geography levels (counties, cities, places, etc.), as well as 2010 Census data on race, Hispanic origin and voting age for multiple geographies within each state. The Census Bureau will deliver the data state-by-state on a rolling basis through March.

In December 2010, the Census Bureau released the apportionment population totals for all states. For the 2010 Census results, Montana resident population is 989,415 with an additional 5,001 overseas military and federal civilian employees and their dependents counted for congressional apportionment purposes. The in-state population total represents a growth of 9.7% or 87,220 more residents than the 2000 Census.

Montana's overall population did not increase enough to garner another seat in the U.S. House of Representatives. Estimates are that Montana needed a population of over 1 million to gain a seat in Congress. The eight states that gained congressional representatives were Texas, Florida, Arizona, Georgia, Nevada, South Carolina, Utah, and Washington. The ten state losing seats were Illinois, Iowa, Louisiana, Massachusetts, Michigan, Missouri, New Jersey, Pennsylvania, New York, and Ohio.



Information

State Tribal Economic Development Commission

State Tribal Economic Development
Commission (STEDC)

Ph: 406-841-2821

Email: jsmith@mt.gov

Website: <http://tribal.mt.gov>



Jason Smith
Program Manager

The State Tribal Economic Development Commission (STEDC) will collaborate with the Montana Department of Commerce Office of Trade & International Relations and US Export Assistance Center to provide a Basics of Exporting Seminar this spring for tribal businesses.

The Basics of Exporting Seminar will provide instruction on the steps to successful exporting including export reporting and licensing requirements, complying with foreign import regulations, documentation, methods of shipment, methods of payment, identifying new market opportunities, as well as export assistance and training available to tribal businesses through state and federal resources. The seminar will be at the Montana Department of Commerce; 301 S. Park Ave, Helena, MT; Room 226; 9 am-12 noon; Friday, March 11, 2011.

Finance

Primary Sector Workforce Training Grant Program

Primary Sector Workforce

Training Grant (WTG)

Ph: 406-841-2744

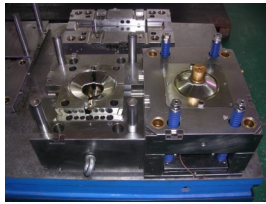
Email: nguccione@mt.gov

Program Website: <http://wtg.mt.gov>



Nancy Guccione
Section Manager

**Current Available Funding
\$2 Million**



Plastic Design and Manufacturing
Manhattan, Montana

Plastics Design and Manufacturing started in 1998 to develop turn-key manufacturing programs and outdoor products for camping, FEMA, and military markets. The company has expanded into a new factory in Manhattan for plastic molding, tooling, trials, assembly and research and development into numerous plastic-related engineering, recycling, and bio-based materials programs. The company currently employs 14. Plastics Design and Manufacturing received \$14, 063.25 in WTG funds to train 7 new and existing employees.



Finance

MicroBusiness Finance Program

MicroBusiness Finance Program (MBDC)

Phone: 406-841-2751

Email: jwannebo@mt.gov

Website: <http://businessresources.mt.gov/MBFP>



Janice Wannebo
Program Manager

UPCOMING TRAINING - The Montana Department of Commerce, U.S.D.A. & the Montana Economic Developers Association (MEDA) is teaming up to bring National Development Council's (NDC) Economic Development Finance Professional (EDFP) certification program to Montana. The EDFP Certification Program is a rigorous, four-course training series that explores the skills essential for the successful practice of economic development - business credit and real estate finance analysis techniques, loan packaging procedures, negotiating and problem solving skills and deal structuring techniques. Participants in the EDFP Certification Program build the capacity to translate development opportunities into results for their communities. The training will be scheduled in the Fall of 2011, Spring & Fall of 2012 and the Spring of 2013. Stay tuned for more details.

NEW LOAN DOCUMENTATION SOFTWARE - The Montana Department of Commerce has contracted with Wolters Kluwer Financial Services to provide integrated compliance loan documentation software called ComplianceOne™ that provides financial organizations with access to a wide range of lending and deposit-related features containing compliance content for all 51 jurisdictions and is continuously updated to stay current with changes in lending laws. Various Local Development Organizations (LDOs) are under the umbrella contract which keeps the costs down to generate loan documentation for these organizations. Training for this new software is scheduled to take place in May 2011.

WATCH FOR RFP SEEKING NEW MBDC - The MicroBusiness Finance Program will be issuing an Request For Proposal (RFP) this spring to solicit proposals for new certified MicroBusiness Development Corporations (MBDCs) in the un-served areas of southeastern, south-central, central, and northwestern areas beyond Liberty & Chouteau counties of Montana. The Program has \$900,000 to lend to qualified local development organizations that will in-turn be lent to Montana-based businesses with less than 10 FTEs and gross annual revenues less than \$1 million.

Finance

Community Development Block Grant Economic Development Program

Community Development Block Grant
Economic Development (CDBG-ED)
Ph: 406-841-2744
Email: nguccione@mt.gov
Website: <http://cdbged.mt.gov>



Nancy Guccione
Section Manager

Current Available Funding
\$564,000



Hi Line Retirement Center
Malta, Montana

The City of Malta received \$400,000 in CDBG-ED funds to use for mandatory updates to the Hi Line Retirement Center to meet standards set by the Department of Health and Human Service. Activities include a new heating and air conditioning system with zone climate controls, new nurse call system, sprinkler system, and kitchen remodel. Total project cost exceeds \$ 5 million. Hi Line's proposes to retain 55 full-time employees, and hire an additional 5 full time employees.

Technical Assistance

Montana Small Business Development Center

Montana Small Business Development Center
Phone: 406-841-2746
Email: adesch@mt.gov
Website: <http://sbdc.mt.gov>



Ann Desch
SBDC State Director

The SBDC Network will be hosting the second annual Invest in Success conference for Montana businesses, to be held in Billings on April 6, with an evening reception on April 5. To register go to the Conference website: <https://sites.google.com/site/sbdcinvestinsuccess/>

The Montana Department of Commerce SBDC will be distributing \$325,000 in SBA grant funding under the Small Business Jobs Act to regional SBDC service centers located in Great Falls (Great Falls EDA), Missoula (Montana Community Development Corporation), Billings (Big Sky EDA), and Helena (Montana Business Assistance Connection). These funds will allow additional staff to be hired to provide additional counseling and training that is geared to company profitability and job creation over the two-year grant period.

The SBDC Bureau recently hired Christie Bell, formerly with CEIC, to administer the Montana Technology Innovation Partnership (MTIP) program and Federal and State Technology (FAST) grant that will enhance technology-based economic development. Technology-based economic development is the promotion of economic growth through the application of science, technology, and innovation. Under a year-long grant from the SBA, three consultants will be offering no-cost technology business counseling services to companies and individuals in rural areas and underserved populations across the state.

Finance

Montana Wood Products Revolving Loan Fund

Montana Distressed Wood Products Industry
Recovery and Stabilization (WPIRS) Program
PH: 406-841-2594
Email: cjones@mt.gov
Program Website: <http://recovery.mt.gov/commerce/wpirs>



Carolyn Jones
Program Manager



Hanson Trucking, Inc.

Hanson Trucking, Inc. located in Columbia Falls, has been in business since 1991. The company received \$175,000 from the State WPIRS program to cover operating expenses. Hanson Trucking has proposed the retention of 50 full time jobs, and intends to creation 5 new full time jobs. Hanson Trucking currently has 59 employees.

Available Funding
\$139,000

Information

Broadband Program

Broadband Program
PH: 406-841-2875
Email: chultin@mt.gov
Website: <http://recovery.mt.gov/commerce/broadband>



Chad Hultin
Program Manager

Broadband allows “high speed” access to the internet and it touches all parts of Montana through economic development, education, healthcare, public safety, and civic engagement. It is transforming the way societies function, communicate and grow. Looking ahead, communities without broadband will find themselves left out of the digital revolution. The broadband program and its staff are committed to ensuring that all Montanans understand the importance of broadband in their communities and in their lives.

The Broadband program will over the course of the next several years collect data to allow it to build an interactive web map application to allow users to search broadband coverage and types of technologies in the state. The program will also begin to do outreach across the state through regional meetings, workshops, and conferences to support broadband economic development, growth and adoption, and to provide knowledge to leverage broadband technologies across the state.

Finance

Big Sky Economic Development Trust Fund Program

Big Sky Economic Development Trust Fund (BSTF) Program
PH: 406-841-2792
Email: anelson@mt.gov
Program Website: <http://bstf.mt.gov>

**Available Funding
Approximately \$1.7 million
in funding is available
annually, please contact
program staff for funding
availability.**



**Angela Nelson
Program Manager**



Sanjel Corporation, an oilfield services company, employs approximately 140 employees in Miles City. In 2009, a \$12,600 BSTF Category II: Planning Grant was awarded to the Southeastern Montana Development Corporation (SEMDC) to assist with the completion of a Preliminary Engineering Report (PER) to extend the existing East Valley Water Line in Miles City to service the Sanjel Corporation. The engineering work was completed in 2010 and construction is anticipated in 2011 or 2012. The goal of this infrastructure upgrade is to enable Miles City to retain a key employer and enable the company to create an additional 30 jobs over the next several years.

BSTF planning grant applications are accepted on a quarterly basis, with deadlines this year of March 31st, June 30th, September 30th and December 31, 2011. Eligible activities include business plans, feasibility studies, preliminary architectural reports (PAR), preliminary engineering reports (PER), economic impact studies, workforce surveys and target industry analyses. Funding is currently available for both Category I: Economic Development Job Creation Project Grants and Category II: Planning Grants. Potential applicants are encouraged to read the program guidelines available at the website above and then contact the Department to discuss their proposed planning or job creation activity with BSTF program staff.



Technical Assistance

Certified Regional Development Corporations

Certified Regional Development Corporations
Phone: 406-841-2758
Email: guness@mt.gov
Website: <http://businessresources.mt.gov/CRDC>



**Quinn Ness
Section Manager**

Congratulations to the following organizations that have been designated by the Department as Certified Regional Development Corporations: Bear Paw Development Corporation, Beartooth RC&D, Eastern Plains Economic Development Corporation, Great Northern Development Corporation, Headwaters RC&D, Montana Business Assistance Connection, Snowy Mountain Development Corporation, Southeastern Montana Development Corporation and Sweetgrass Development.

The Department works closely with the Certified Regional Development Corporations (CRDCs) in delivering Business Resources Division programs to businesses located throughout Montana. CRDCs provide professional economic development services to local officials, communities and businesses within their regions. CRDCs should be contacted to discuss business development projects and potential Business Resources Division funding options.

Finance

Montana Board of Research and Commercialization Technology

PH: 406-841-2760

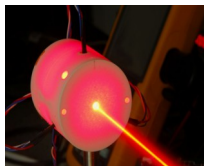
Email: ddesch@mt.gov

Website: <http://businessresources.mt.gov/MBRCT>



Dave Desch
Executive Director

AVAILABLE FUNDING
\$1,275,000 Annually



ILX Lightwave
Bozeman, Montana

The Montana Board of Research and Commercialization Technology (MBRCT) held its fifth biennial Poster Session in the Capitol Rotunda on February 8, 2011. The purpose of the Poster Session was to showcase to legislators the projects funded by the Board. In spite of inclement weather, representatives of 23 projects made the trip to Helena to present their posters. The event was attended by legislators and other interested individuals. One participant commented, "This was a highly synergistic event".

Created by the Montana Legislature to provide a predictable and stable source of funding for research and commercialization projects, the purpose of the MBRCT program is to encourage economic development through investment in research projects that have a clear path to commercialization.

MBRCT has provided \$36 million in grant funds to 181 projects. Matching funds for MBRCT projects total \$42 million, and these projects have generated \$242 million in follow-on funding (additional funds attracted to the project after MBRCT involvement).

One hundred twenty eight of the projects have included university student participation, and there are many examples of students using MBRCT projects as the topic for Masters' Theses.

Seventy six Montana companies are program collaborators. These companies are grant recipients, have sold products resulting from program research projects, or have otherwise been directly involved in program projects.

Thirty five products have been commercialized, ranging from new wheat varieties to sensors and lasers to biofilm reactors.



Technical Assistance

Office of Trade and International Relations

PH: 406-841-2783

Email: lstimac@mt.gov

Website: <http://businessresources.mt.gov/TIR>



Lonie Stimac
Senior Marketing Officer

Made in Montana Company Finds Success with help of Commerce Trade Show Assistance Program

JuJu Gear, a Big Sky company specializing in the creation of outdoor apparel, recently returned from the Outdoor Retailer Trade Show in Salt Lake City. There they were seen by over 16,000 retailers from around the country. Before this show the company's products could only be found at local Farmers Markets and a few shops in the Big Sky area. Now, they have received orders for their wares nationwide. (cont. next page)

(Cont.) Lorri Leonard of JuJu Gear credits some of their success at the show to the Department of Commerce. In a recent Lone Peak Lookout article she said "As a small business, it would have been almost impossible to come up with the \$3,000 table fee, but with a little help from the state-funded Made in Montana program, the fee was cut in half and a little more affordable. It's an excellent incentive for businesses like JuJu to promote Montana products." To find out more about the Trade Show Assistance program go to www.madeinmontanausa.com/TSAguidelines.asp.



Finance

Indian Country Economic Development Program

Indian Country Economic Development (ICED) Program

Phone: 406-841-2775

Email: hsobrepna@mt.gov

Website: <http://iced.mt.gov>



Heather Sobrepna-George
Program Manager



The Indian Country Economic Development (ICED) Program and the Trade and International Relations Bureau staff met with local artisans and crafters in Lame Deer Montana in January 2011 to provide a marketing workshop at the Chief Dull Knife College. Approximately 25 artisans and crafters attended the workshop. Lonie Stimac, Senior Marketing Officer of the Trade and International Relations Bureau presented concepts and materials related to wholesale and retail pricing, the Native American Made in Montana label (part of the Made in Montana Program), and different distribution market opportunities. Heather Sobrepna-George, ICED Program Manager discussed the selling opportunities at the Northern Cheyenne Arts & Crafts Center, located in Lame Deer and about respectfully promoting cultural authenticity and appropriate culture stories that are distinct to the Northern Cheyenne people. Clarice Walksalong, the Center Manager, discussed different forms of the Morning Star icon, that represents one of their ancestral Chiefs, Morning Star and is on the Northern Cheyenne Nation flag. Walksalong pointed out the cultural significance of turtles and lizards. Turtle icons represent males and lizards represent females. Northern Cheyenne babies are given beaded representations of these animals to protect them and give them guidance.



Beaded Turtle
Artist: Delpha Harris



Beaded Lizard
Artist: Delpha Harris



Beaded Leggings and Moccasins
Artist: Enoch Limberhand

[com/](http://www.madeinmontanausa.com/)

Other Business Assistance Programs

Indian Equity Fund (Grant assistance to Native American owned businesses.)

Contact: Philip Belangie

Phone: 406-721-3663

Email: pbelangie@mt.gov

Website: <http://entrepreneur.mt.gov>

Made in Montana Program (Promotion of authentic Montana products)

Contact: Shari Hunter Brownlee

Phone: 406-841-2757

Email: madeinmontana@mt.gov

Website: <http://www.madeinmontanausa.com>

Export Montana (Helps Montana companies compete globally)

Contact: Sara Warren

Phone: 406-841-2754

Email: exportmontana@mt.gov

Website: <http://exportmontana.com>

Montana Technology Innovation Partnership (Technical assistance and education for Montana's innovators)

Contact: Ann Desch

Phone: 406-841-2746

Email: adesch@mt.gov

Website: <http://mtip.mt.gov>

Montana Finance Information Center

Contact: Karyl Tobel

Phone: 406-841-2732

Email: karyl@mt.gov

Website: <http://www.mtfinanceonline.com>



Spring Workshops for CDBG-ED, BSTF, and WTG grant administration will occur this spring. Be sure to register for attendance. These workshops are the third and last in the series of workshops to earn certification.

**BSTF and WTG
CDBG-ED**

**May 25, 2011
June 1, 2011**